

## Message Text

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72

ACTION ARA-20

INFO OCT-01 ISO-00 L-03 SP-03 AID-20 EB-11 NSC-07 RSC-01

CIEP-03 TRSE-00 SS-20 STR-08 OMB-01 CEA-02 COME-00

DRC-01 /101 W

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R 092002Z AUG 74

FM AMEMBASSY BUENOS AIRES

TO SECSTATE WASHDC 7655

UNCLAS BUENOS AIRES 5958

E.O. 11652: N/A

TAGS: EEWT, AR

SUBJ: ARGENTINE-CUBAN TRADE AND THE FLEXI-VAN CASE.

1. ON AUGUST 7, THE ARGENTINE AGENT OF FLEXI-VAN CORPORATION OF 330 MADISON AVENUE, NY, NY (TEL: 212/682-7888) APPROACHED THE EMBASSY TO RECOUNT THE DIFFICULTIES THIS COMPANY IS FACING OVER THE CUBA TRADE ISSUE. ELMA, THE ARGENTINE STATE SHIPPING LINE HAS BEEN A CUSTOMER OF FLEXI-VAN FOR APPROXIMATELY FIVE YEARS. NOT THAT ELMA'S SHIPS ARE ENGAGED IN THE CUBAN TRADE, FLEXI-VAN IS APPARENTLY CONCERNED THAT IT CAN GET INTO TROUBLE WITH U.S. AUTHORITIES BECAUSE IT PROVIDES ELMA WITH LEASED CONTAINERS. ADDITIONALLY FLEXI-VAN IS INTERESTED IN PROVIDING CUBANS, WHO ARE SHIPPING 50 PERCENT OF GOODS PURCHASED IN ARGENTINA ON CUBAN LINES OR CHARTERS, WITH CONTAINERS FOR SHIPPING AUTOMOBILES. FLEXI-VAN'S AGENT, MR. ALFREDO WEINER HAS GIVEN THE EMBASSY COPY OF LETTER FROM FLEXI-VAN TO MARVIN J. HOFFENBERG, DEPARTMENT OF STATE, MENTIONING HIS BUSINESS WITH ELMA AND REQUESTING A WAIVER FOR LEASING CONTAINERS DIRECTLY TO CUBAN GOVERNMENT. WEINER TOLD US HE WAS BEING PRESSED BY ELMA TO PROVIDE THEM WITH ADDITIONAL CONTAINERS FOR THE CUBA TRADE.

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3. EMBASSY ADVISED MR. WEINER THAT THEY BELIEVED LEASING

OF THESE CONTAINERS TO EITHER THE CUBAN REPRESENTATIVES OR  
TO ELMA FOR USE IN THE CUBAN TRADE WOULD PLACE FLEXI-  
VAN IN VIOLATION OF U.S. LAW.

4. FLEXI-VAN IS IN A DIFFICULT SITUATION WITH REGARD TO  
ELMA AS IT WILL BE UNABLE TO DETERMINE WHETHER ANY OF  
THE CONTAINERS IT LEASES TO THEM ARE IN FACT GOING  
TO BE USED IN THE CUBAN TRADE. WHAT ADVISE CAN THE  
EMBASSY GIVE TO THE LOCAL FLEXI-VAN REPRESENTATIVES  
IN THIS REGARD?  
HILL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE COMPLAINTS, FOREIGN TRADE  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 09 AUG 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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